

Message Text

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60

ACTION EB-11

INFO OCT-01 ARA-16 EUR-25 ISO-00 AEC-11 AID-20 CEA-02

CIAE-00 CIEP-02 COME-00 DODE-00 FEA-02 FPC-01 H-03

INR-10 INT-08 L-03 NSAE-00 NSC-07 OMB-01 PM-07 RSC-01

SAM-01 SCI-06 SPC-03 SS-20 STR-08 TRSE-00 PA-04 PRS-01

USIA-15 DRC-01 /190 W

----- 110781

R 151704Z MAR 74

FM AMEMBASSY LIMA

TO SECSTATE WASHDC 9277

INFO AMEMBASSY QUITO

AMCONSUL GUAYAQUIL

AMEMBASSY WARSAW

C O N F I D E N T I A L LIMA 2069

EO 11652: GDS

TAGS: ENRG, EC, PO, PE

SUBJ: ENERGY - POLISH AMBASSADOR EXPRESSES CONCERN
OVER POLISH PETROLEUM BID IN ECUADOR

REFS: QUITO 1580 (NOTAL), LIMA 6885 OF DEPT 18 1973
(NOTAL)

1. ENGENIUSZ SZLEPER, POLISH AMBASSADOR TO PERU, TOLD
EMBASSY OFFICER MARCH 14 THAT HE IS CONCERNED ABOUT FACT
THAT YPF OF ARGENTINA AND KOPE OF POLAND WERE
SOLE BIDDERS AMONG 35 PRE-QUALIFIED FIRMS ON ECUADORIAN
JUNGLE BLOCKS. SZLEPER EXPLAINED THAT POLISH COMMERCIAL
OFFICER IN QUITO WHO HANDLED BID PROCEDURE IS NOT FAMILIAR
WITH OIL OPERATIONS AND THAT WARWAS HAS THEREFORE ASSIGNED
RESPONSIBILITY TO SZLEPER FOR OVERSEEING FOLLOW-UP ON
KOPE BID. SZLEPER SAID THAT POLES WERE USING
OCCIDENTAL PETROLEUM IN JOINT VENTURE WITH OXY AS
THE OPERATOR, NOTING THAT THE ARRANGEMENTS BETWEEN
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THE POLES AND OXY ARE SIMILAR TO THOSE WHICH HAD BEEN

WORKED OUT FOR THE ABORTIVE POLISH-OXY BID ON
PERUVIAN NO. 2 CONTRACT BLOCK (SEE LIMA 6885).

2. SZLEPER SPECIFICALLY ASKED THE EMBASSY OFFICER IF
THE USG KNEW WHY THE OTHER FOREIGN COMPANIES HAD
FAILED TO BID. EMBASSY OFFICER REPLIED THAT WE
DID NOT KNOW SPECIFICS BUT PRESUMABLY THE TERMS SET BY GOE
WERE NOT ATTRACTIVE ENOUGH TO THE OTHER BIDDERS.

3. COMMENT: SZLEPER CLEARLY IMPLIED THAT THE POLES
FEEL THEY MAY HAVE MADE A POOR BARGAIN AND WILL REASSESS
THEIR PROJECTED PARTICIPATION.
BELCHER

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NNN

Message Attributes

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Disposition Reason:
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30 JUN 2005

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